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PROFICIENT  
IN POULTRYChicken Fancier From Coast  
Tells How to Make  
Money.H. P. Wood, Secretary, Hawaii Pro-  
motion Committee.Dear Mr. Wood: Believing that my  
experiences incurred as the originator  
and promoter of the now prosperous  
San Diego County Poultry Association  
of California would be of benefit to  
the poultrymen of Hawaii, I shall try  
to give a brief synopsis of its prog-  
ress.Upon settling in San Diego County  
in 1898, having always been a chicken  
fancier, I began to inquire into the  
possibilities there of raising fowls on  
a large scale and with greater success  
and profit than had hitherto been ac-  
complished. Several exhibitions had  
been held there that proved a failure  
in promoting the industry as well as  
financially. I traveled the State as  
solicitor and correspondent for the  
Live Stock Tribune, then served as  
editor one season, thus gaining a  
wide acquaintance with facts and fan-  
ciers. With this start I returned to  
San Diego County and started into the  
actual work of raising and marketing  
ducks, chickens and eggs. It required  
two seasons of careful work and study  
to satisfy me that the many failures  
through disease in the flock, carelessness  
in many of the minor details of  
mating, housing and feeding—and poor  
management in buying and selling—  
could be rectified. Different localities  
require that the fowls be cared for in  
a manner suitable to each. Past ex-  
perience elsewhere counts for but lit-  
tle—but it was almost useless to warn  
the newcomer of this.The next thing was to train the  
poultryman how to buy his supplies to  
the best advantage, and to market his  
product without giving the commission  
merchant and the grocer all the profit.I organized anew a fanciers associa-  
tion, and conducted as its secretary  
three successful poultry shows, each  
successive one being larger, until from  
a start with eighteen members we were  
a united body of over 150 men and  
women. These shows excited interest,  
stimulated a desire in others to pro-  
duce the best, and had left our treasury  
in a very flourishing condition. Now  
was the time to take in and help the  
poultrymen who were only working  
along commercial lines.We incorporated, having now 10,000  
shares out at \$1 each. With the cash  
in our treasury and with that received  
from the sale of shares, we opened a  
store and later a warehouse.We stocked up with incubators,  
poultry foods and cures, and a full line  
of the needs of the poultryman and  
fancier, including wheat, oats, bran,  
etc. At first our purchases were small,  
but later we bought in carload lots,  
thereby increasing the store's profits  
and allowing each stockholder a little  
rebate commensurate with the total  
amount of his purchases, which we  
computed quarterly.A breeder's book was kept at the  
store, where was entered the variety  
each member handled, what he had to  
sell and the price. To this the store  
referred whenever any inquiry was  
made as to where so many fowls or  
eggs of any variety could be had,  
charging a small commission for ef-  
fecting a sale. Coops were kept,  
where a limited number of fowls were  
always on hand at the store, for sale,  
mostly of a quality used for good  
breeders.Then consignments of fresh eggs  
were received, examined and sold to  
stores and individuals, who were will-  
ing to pay a few cents above the pre-  
vailing market price per dozen—and  
our guarantee as to freshness in-  
creased the demand, so that a wagon  
and an egg route was established.Inquiries came in from outside the  
county, asking our figures on large  
quantities of fowls of certain varie-  
ties, or eggs for incubating.I recall one instance in 1907 when  
we effected a sale of 300 White Leg-  
horn pullets in less than a day after  
receiving the inquiry from Mexico, and  
netting the seller a very good net  
price.The store finally moved into larger  
quarters last November, and is now  
carrying a full line of garden and farm  
seeds and plants which nearly every  
poultryman grows to some extent.We have grown to where we use  
three store clerks, two bookkeepers  
and two vehicles, and dividends have  
twice been paid of 8 per cent., al-  
though the profits have gone mostly  
toward increasing the scope of the as-  
sociation's usefulness and in satisfy-  
ing the demands for improvements of  
a growing business. My active par-  
ticipation in its management has  
ceased, although still reckoned on as  
one of its advisers, or to judge at an  
exhibition or to score fowls privately.  
I am too much engaged otherwise to  
attend their interesting meetings regu-  
larly, and was never at heart naught  
but a fancier for pleasure only, al-  
though my Buff Cochins have defeated  
in the show room every competitor at  
every Pacific Coast exhibition for  
three consecutive seasons, and I have  
made shipments to almost every State,  
and frequently to South America,  
where fancy poultry, especially in  
Peru, is rapidly increasing in interest.I wish I might have the chance to  
breed poultry here and to prove to  
those whom I have heard say that  
poultry-raising meets so many diffi-  
culties here, that it is a climate under  
which successful poultry culture can  
be profitably established.

HARRY MCINTIRE.

[Why not? This island was the  
beautiful home of thousands of wild  
chickens before the mongoose came.—  
Ed. Adv.]CHAMPION'S VIOL IS  
NOW IN HONOLULUChief Engineer O. R. Williams of the  
Hawaiian Electric Company, player of  
the bass viol in the former Honolulu  
Symphony Orchestra, and now a mem-  
ber of the amateur Honolulu orchestra,  
is the possessor of a fine bass viol owned  
until late yesterday afternoon by  
the distinguished person, Jack John-  
son, "champeen" prize-fighter of the  
world.When Jack started on his tour of the  
world a bass viol manufacturing firm  
of the United States gave him this par-  
ticular viol and asked him to tote it  
around the world as an advertisement  
for the makers. Jack promised he  
would, and he toted it all right. Jack  
is a bass viol player himself. However,  
he became tired of carrying the cum-  
bersome instrument about, and in tell-  
ing of his desire yesterday to rid him-  
self of it, to a Honolulu, the latter in-  
formed W. D. Adams and a conference  
was held in the Makura's lounge  
room, where the precious viol lay. Then  
when the customs authorities were ap-  
proached the prospective buyers learned  
that there would be duty to pay on it.  
Jack said it was an American in-  
strument, but even he had been unable  
to find the maker's name on it. The  
buyers did not like to pay duty. They  
decided not to take it.Mr. Williams, however, could not  
leave the steamer without the in-  
strument, and he finally struck a bargain  
with Jack and paid over a \$10 gold  
piece for it, which Jack pocketed with  
a smile. Then Williams took the in-  
strument off and turned it over to the  
customs inspector.Just then the Hawaiian band was as-  
sembling and the viol was taken over to  
the band, tuned up, and when the  
first selection was played—"The Game  
Keeper"—a member of the band saved  
away on the viol and was pleased with  
the results. And so Jack Johnson's  
bass viol received its introduction to  
Honolulu musical circles.Jack came down to the dock while  
the band played and had a little chat  
with Captain Berger, with the result  
that the next piece played was "The  
Georgia Cakewalk," out of compliment  
to Jack, who smiled broadly and show-  
ed his gold-filled ivories.Mr. Williams received a bill of sale  
for the viol from Jack, who signed  
himself "Jack Johnson, Champion  
Scraper of the World."

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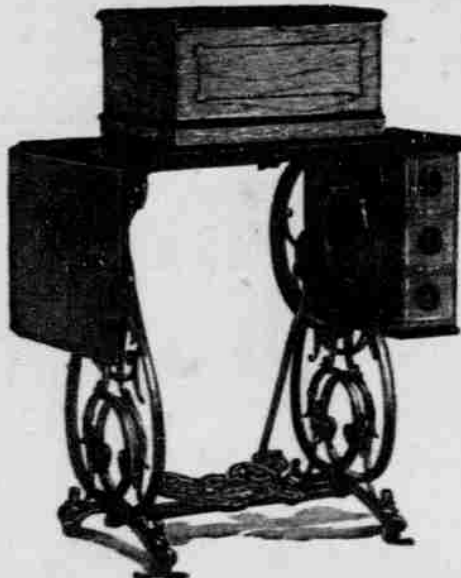
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